



AllHome
One-stop shop for *your* home

9M 2022 Results Briefing

November 14, 2022

9M 2022 Highlights



36.2%

**Gross Margin Expansion to 36.2%
vs. 34.2% in 9M2021
and 29.7% in 9M2019**



26.1%

**EBITDA Margin improvement to 26.1%
vs. 23.3% in 9M2021
and 22.6% in 9M2022**



**Constant pursuit of improvement in
operational efficiencies**



**Increased construction activity
throughout the country**

Income Statement

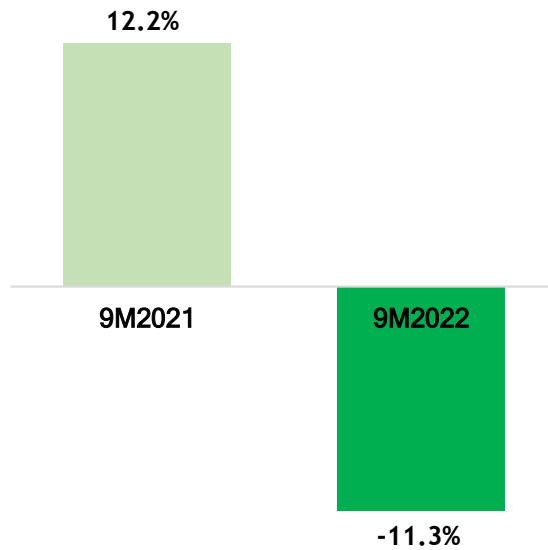
IN PHP MILLIONS	9M 2022	9M 2021	% Change
Revenues	9,106	10,125	-10.1%
Cost of Goods Sold	5,841	6,665	-12.4%
Gross Profit	3,292	3,461	-4.9%
<i>Gross Profit Margin</i>	36.2%	34.2%	
Other Income	182	234	-22.2%
Operating Expenses	2,241	2,152	4.1%
Operating Profit	1,232	1,543	-20.2%
EBITDA	2,375	2,356	0.8%
<i>EBITDA Margin</i>	26.1%	23.3%	
Core Net Income	702	973	-27.9%
<i>Net Margin</i>	7.7%	9.6%	
Losses on damaged assets	303	-	
Net Income	399	973	-59.0%
<i>Net Margin</i>	4.4%	9.6%	

Financial Position

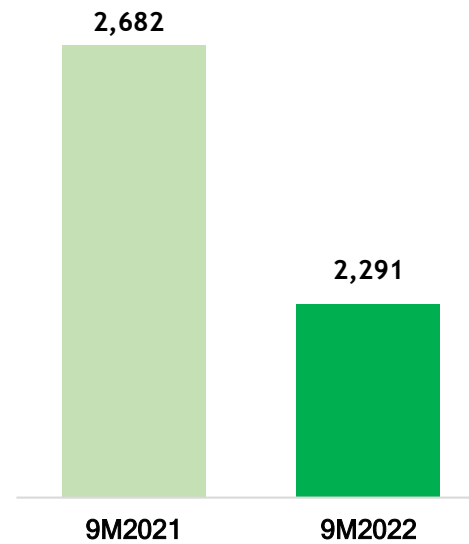
IN PHP MILLIONS	September 30, 2022	December 31, 2021
Current Assets	11,172	11,464
Noncurrent Assets	14,866	14,348
Total Assets	26,039	25,813
Current Liabilities	4,126	3,978
Noncurrent Liabilities	6,888	7,209
Total Liabilities	11,014	11,187
Capital Stock	3,750	3,750
Additional Paid-in Capital	7,209	7,209
Retained Earnings	4,066	3,667
Total Equity	15,024	14,626
Current ratio	2.47	2.88
Quick ratio	0.41	0.57
Debt to equity ratio	0.73	0.76
Return on asset*	3.6%	5.6%
Return on equity*	6.2%	9.9%

*9M2022 ratio is based on Core Net Profit

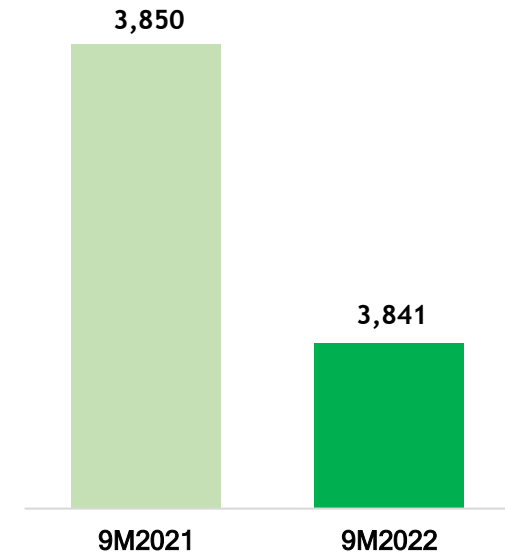
Same store sales growth*



No. of transactions ('000s)



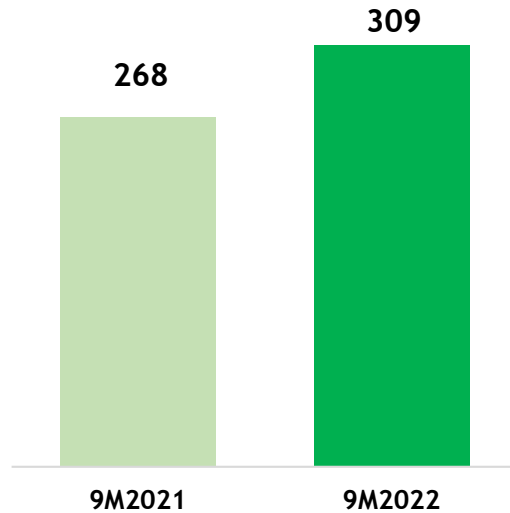
Ave transaction size (PHP)



*9M2022 SSSG excludes Alabang stores

Inventory turnover

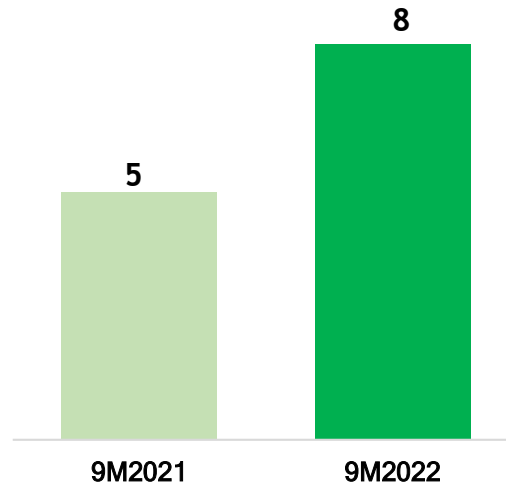
Days



- Increase due to holiday buys and lower sales offtake during the period

Trade receivables turnover

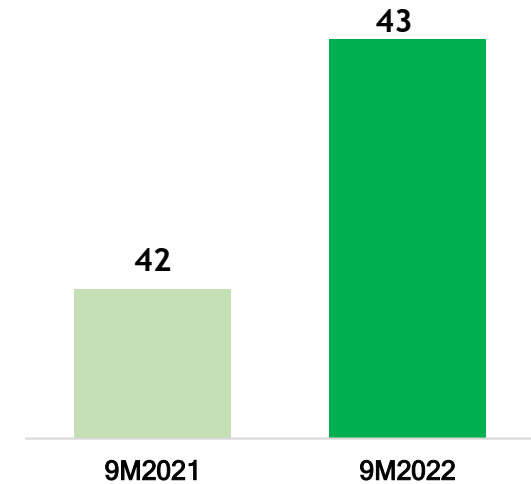
Days



- Trade receivables days maintained at single digit due to improved collection of corporate sales.

Trade payables turnover

Days



- Within the 30-60 credit term with suppliers
- Continuous negotiation for longer and better credit terms

Notes:

1. Inventory turnover days is equal to the average opening and closing inventory divided by cost of goods sold and multiplied by 365 days (for the year ended December 31, 2017 - 2021, and for the nine months ended September 30, 2021 - 2022)
2. Trade receivables turnover days is equal to the average opening and closing trade receivables divided by revenues and multiplied by 365 days (for the year ended December 31, 2017 - 2021, and for the nine months ended September 30, 2021 - 2022)
3. Trade payables turnover days is equal to the average opening and closing trade payables divided by cost of goods sold and multiplied by 365 days (for the year ended December 31, 2017 - 2021, and for the nine months ended September 30, 2021 - 2022)

Discretionary spending towards travel and leisure resulting to lower demand on some categories.

+38.2%

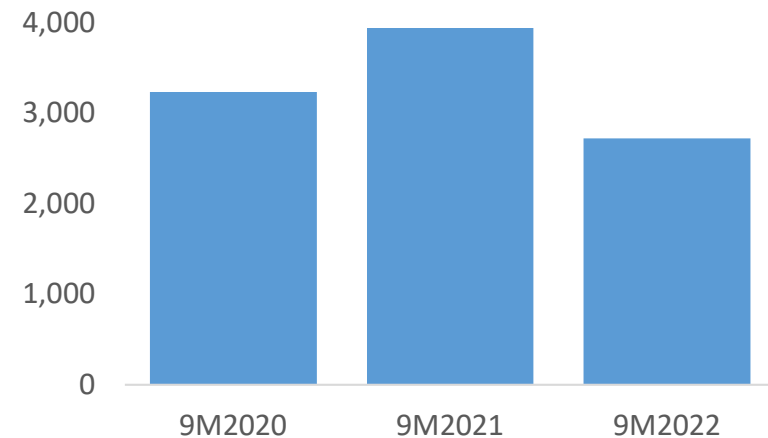
Increase in output from restaurants and hotels

+20.5%

Increase from transportation businesses

Hard category sales for end consumer still in off-cycle so far this year but is expected to rebound in the next year

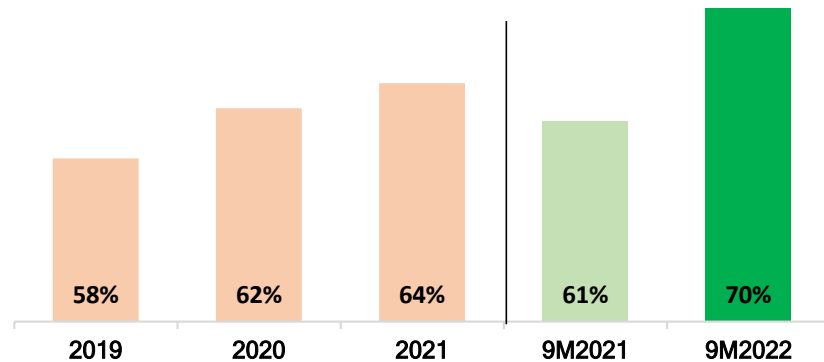
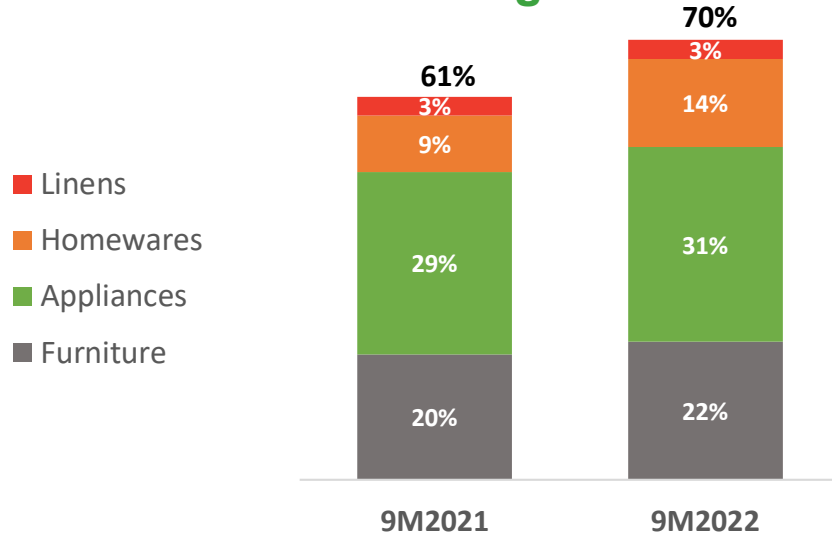
AllHome Hard Category Sales
(in MM PHP)



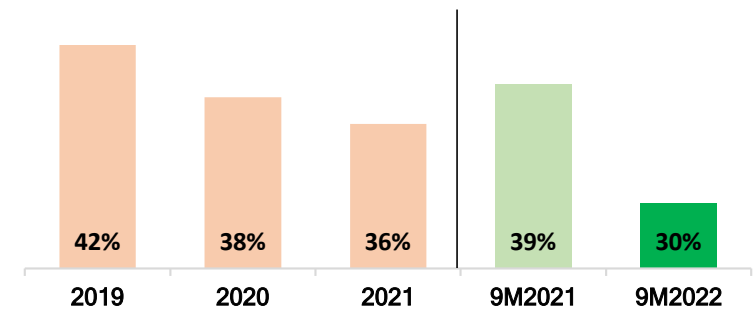
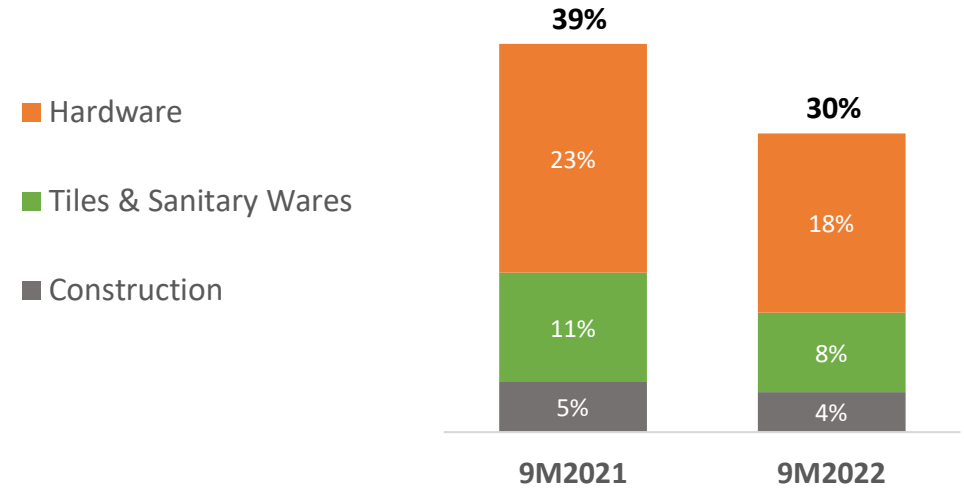
Source: <https://newsinfo.inquirer.net/1691956/economy-grows-7-6-as-pinoys-travel-eat-out-after-covid-pause>

Our balanced category mix adapts to changing customer needs

Soft Categories



Hard Categories





Maximize Synergies

- The Company is looking to maximize identified and any potential synergies between the various companies within the Villar Group specifically the real estate business.

Margin Enhancement

- Implement margin enhancement initiatives such as increasing in-house brand, increase outright buys of saleable SKUs, exclusive offers, and strategic pricing to achieve target gross and EBITDA margins.

Omnichannel Strategy

- Aligned with the changing customer trends, the Company significantly improved its various platforms to reach target customers and deliver quality service at par with global standards from upgrading its website, 360-degree virtual store tour, SHOP4U and on demand delivery as well as third party platforms.

Operational Efficiencies

- Continued implementation of operational efficiencies aimed to save on capex and operating expenses via optimal inventory management system, improved energy utilization and more environment-friendly operations.

Sustainable Network Expansion

- Target to reach 100 stores by end of 2026 with primary focus on stores to be located in NCR+ and Tier 1 key cities using our new generation store format.





Q&A



AllHome Website
www.allhome.com.ph



For Corporate
Disclosures

Thank You!

AllHome

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